CELINa HOiRCADE JOrN TiAcA

DRIvING TRAQnsFORMATION

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JOIN US IN BUDAPEST!
19TH - 21ST NOVEMBER - BUDAPEST MARRIOTT HOTEL
I want to open this fall issue of the TIACA Times with a few highlights of our most important event of the year – the Executive Summit.

The highlight number one is the 25th anniversary of TIACA's major events. In 1994, in Seattle, there was the first ACF – Air Cargo Forum, which was designed as the place for bringing together professionals of different specialties working in the air cargo industry, for networking, exchange of experience and ideas, and obtaining new knowledge. Later on, the ACF was complemented with the Executive Summit, and now we alternate them every year and offer to the air cargo industry the platforms of these two events.

The Executive Summit in Budapest, Hungary in 19-21 November has a distinctly new element, and this is the second highlight – five Executive Working Sessions, working in parallel on September 19, which in their discussions will focus on Airlines, Airports, Cargo Handling, Freight Forwarders and Shippers respectively. Each of these sections will talk about their specific current issues, examine innovations and debate challenges. It may look a bit unusual that TIACA, known for fostering collaborating spirit within the whole air cargo supply chain, is encouraging to deliberate in a sort of a vertical format. But that's only to be able to drill down within one discipline. To give you a sneak preview I will share the expectations of the shippers' working session – they plan to consider how to build an air cargo alliance on service, digitalization and sustainability. Service quality is one of their main topics to discuss including setting KPIs, transparent benchmarks for each component service and working out improvements on detected gaps.

The next day the sessions' moderators will come together with the TIACA Chairman Steven Polmans at the helm, and they will be linking their findings, like a puzzle, to create an interconnected picture and to help find solutions and new ideas to work towards a more unified industry. You should not miss the opportunity of participating in mapping out ways for further developments in the air cargo supply chain which will be started at the roundtables.

The next highlight is the Sustainability Award, which is a part of our Sustainability Program focused on recognizing companies addressing challenges in environmental, social, and economic fields and supported by CHAMP Cargosystems. The core goals of TIACA's Sustainability Program are to inspire and stimulate long-term strategies and investment to achieve a sustainable air cargo industry. And to make it even more memorable and festive, this year we are coming back with the Networking Gala Dinner where the Hall of Fame Ceremony will be taking place. Hope to see you there as well as at the sessions of the Executive Summit 2019.

Vladimir Zubkov, TIACA Secretary General
Across the globe, Quality in Air Cargo has sometimes taken a back seat to other, more pressing matters... The first step towards improving the Quality of Service is to start measuring it. CSQ aims to assess the Quality aspect over the entire Air Cargo Supply Chain and to identify the OFI’s (Opportunities for Improvement) for all the stakeholders in an integrated manner.

The intent behind CSQ was to create a Quality assessment tool that is simple, covers all phases of cargo processing and could be uniformly used by any stakeholder across the globe.

This is TIACA’s initiative to build quality awareness and culture in the air cargo supply chain & to boost air cargo as a preferred mode of transportation. The first Phase of CSQ has been launched for Cargo Terminal Handlers and Airports.

Key benefits of joining the CSQ project:
- Objective Assessment of Quality of Service Delivery
- Established Benchmark parameters
- Gap Analysis-Identification of Strength & Improvement areas.
- Visibility of Service Quality of other Operators

Cargo Terminals already participating in CSQ include:
- SATS Airport Services
- Swissport (BRU)
- Celebi Delhi Cargo Terminal
- Beijing Aviation Ground Services
- Menzies Aviation (Bengaluru)
- Brussels Airport
- Kenya Airport Authority

CSQ puts that information, and much more, at your fingertips.

For more information, please contact the CSQ team at:
CSQ@TIACA.org or call 786 265 7011
Every year again it surprises me how quickly that moment comes when you start planning and preparing the budget and strategy (or, depending on the company: first strategy followed by budget, as it should be) for the year to come. The year 2020 is around the corner and will be here before we know it. But before the year really comes to an end, we are still looking forward to (and, behind the scenes, working very hard to organize) our next Executive Summit, which will be held in Budapest from November 19 to 21.

Budapest is an airport that is investing a lot in the development of cargo and an example of how airports can make a difference. During our conference, we will have the opportunity together with Budapest Airport to celebrate and open its brand-new cargo terminal.

Not only will the conference again be a good place for networking, but we also aim to bring to all of you an interesting conference agenda with some very interactive topics. On day one, we will have roundtable meetings to discuss the needs and expectations of our members, so that TIACA can include them in our future actions and overall strategy.

We cannot emphasize enough that as an organization, we are there and want to be there for you, our members. Having the opportunity to meet, to listen and to discuss with each other is very important for us. And we do encourage you to do the same. It is only by taking this time and making this effort on both sides that we can generate a win-win situation.

During the award evening in Budapest, we will not only celebrate a new entrant in our ‘Hall of Fame’, but also celebrate the first winner of the TIACA Sustainability Program. This Award will go to a person, group of people, or company with the best idea to improve sustainability in the air cargo industry. The winner will get a cheque for USD15,000, and two runners-up will both receive USD3,000.

This is a big investment for TIACA, underlining the importance we place on this program, and we are happy to see that we are not alone with other companies in the air cargo industry offering their support and expertise. CHAMp, as the exclusive sponsor of the award, is one of these companies, supporting TIACA from the beginning to establish this program. Sustainability is more than being environmentally friendly. It is about meeting the needs of the present without compromising the ability of future generations to meet their own needs. It is about making sure that our industry is better and stronger in the future, while constantly monitoring economic, environmental and social impact.

By the time you read this, we should also have a better feeling of how busy the last months of the year will be. The economic outlook is not improving and uncertainties in the global economy are not helping: trade wars, Brexit, social unrest... it will not make forecasting and budgeting for next year easier.

But despite the economic context, as an industry, the drive towards greater air cargo efficiency and the continued embracing of digitization will, and cannot, stop. On the contrary, difficult times should push us even harder to focus on long-term solutions. This is where TIACA, your organization, can and will play an important role, together with your support and commitment.

I am not hoping for a long-term recession, but in case times become more difficult, as the expression goes: never waste a good crisis. That being said, happy reading of this Fall edition of TIACA Times. And I wish you all a busy end of year peak and a good outlook for 2020!
TIACA’S new online training offers a range of high standard courses.

Catering for Management, Leadership and Communications qualifications. Our legacy and specialisation is with the Technical Corps across Logistics and Telecoms.

These are just a few of the online training offered. To join visit tiaca.org
Celine Hourcade is TIACA’s new Project Manager with a mandate to oversee the development of its new Sustainability Program as one of her first priorities. Read more about her appointment on page 10.

My wish is to see TIACA taking the lead for sustainability matters within the air cargo industry with a mandate to unite the industry towards a shared vision and common goals, and provide guidance on sustainability best practices in the industry.

– Celine Hourcade, TIACA Project Manager

I am passionate about sustainability in its broader sense, which is reflected in my professional and private lives. I am challenging myself to reduce my environmental footprint and increase my positive impact: from solar panels on the roof, to full electric car, mentorship of younger colleagues, advocacy for the empowerment of women. I am also fascinated by the pioneers inventing a better future like Tesla, Solar Impulse, etc.

In my previous job with the International Air Transport Association (IATA), I had the privilege to launch and drive the IATA Cargo sustainability agenda. It started in 2012 with three main initiatives, one in each of the three known pillars of sustainability: the Future Air Cargo Executives (FACE) program to attract, develop, and retain talent in the air cargo industry (People); the Air Cargo Carbon Footprint (ACCF) to measure air cargo carbon footprint (Planet); and the Air Cargo Makes It Happen campaign to promote the value our industry brings to society and economies (Profit).

I like defining sustainability as the ‘3+1’: people, planet, profit + innovation. I think it is not only a requirement to work on decreasing our environmental footprint, economic profitability and positive social impacts, but it is also essential to work closely with industry players to drive innovation across the air cargo supply chain, supporting the development of new technologies that contribute towards sustainable growth.

IMPROVING OUTLOOK

Technological innovation contributes to long-term sustainability for the air cargo industry: each new generation of aircraft is on average 20% more fuel efficient and over the next decade airlines will invest USD1.3 trillion in new planes, many of which will run on sustainable alternative fuel or electric engines; digitization improves the efficiency of scheduling, loading, tracking, optimizing processes, and limiting waste; developments in composite materials have facilitated the production of lighter weight equipment such as unit load devices (ULDs).

Other technologies will arise to make air freight greener; Solar Impulse has shown the aviation industry that solar power can be an option in the long run, as well as future drones that will be able to carry larger loads and cover longer distances. Look at how far we have come in only 100 years of aviation!

We need to continue thinking ahead, securing the future, and creating value for a sustainable air cargo industry. I see a bright future for air cargo, but it is time to accelerate change and support entities of any size, in any sector, located anywhere to embrace an innovative and sustainable mindset. Our industry needs to invest in efficient infrastructure and in the future workforce, make conscious decisions to promote diversity, collaborate better and find ways to improve the efficiency across the supply chain.

Sustainability starts with committed people. I am strongly committed and excited to see the TIACA Board as well. With this new project I lead for TIACA, I will be working with it and the Sustainability Strategic Partners to define, launch, and drive the new sustainability program. My wish is to see TIACA taking the lead for sustainability matters within the air cargo industry with a mandate to unite the industry towards a shared vision and common goals, and provide guidance on sustainability best practices in the industry. I hope to see many organizations joining the program to make it successful.
Arnaud Lambert (pictured), Chief Executive Officer, CHAMP Cargosystems, explains why his company has committed to sponsoring the TIACA Sustainability Awards for five years.

Sustainability is a key pillar of CHAMP’s strategy and now we have the pleasure to increase our contribution and impact by joining the TIACA Sustainability Program as an active partner and sponsor of the specially dedicated Awards.

Today, CHAMP has one of the largest communities of customers in the air cargo industry, ranging from airlines, ground handlers, global sales agents, forwarders, and shippers, all playing a crucial daily role with Customs, security, and health in the worldwide logistic chain.

This community relies strongly on our solutions to operate its business.

Sustainability at this level is ensuring we can continue providing value to our customers and still exist for many more years, so that they can deliver their value in enabling global trade.

It encompasses multiple facets and has a history paved with successful companies that could not sustain their own business, therefore having a significant impact on the one of their customers.

Sustainability in this context is used to focus more on the economic and social facets, while the environmental pillar is growing in importance.

Partnering with TIACA was the most natural move. TIACA also has large community of members representing the entire supply chain. We believe that together we can make a difference with our customers/members and place sustainability at the top of the air cargo industry priorities.

Sustainability for our industry is not only about reducing paper, improving information exchange or reducing the carbon footprint, but about making significant steps forward in various directions. It is about an overall shift in the mindset and realizing that a comprehensive holistic approach should be adopted by promoting efficiency in a durable way.

One of the key challenges facing our industry is regarding talent: attraction, evolution and retention. Every customer I meet has a hard time attracting young talent while at the same time the ‘grey hairs’ are gradually retiring, leaving the company with their experience and expertise. Clearly the lack of technology adoption is reducing the attractiveness of our industry. Everyone should understand the importance of embracing new technology, and not only for the direct business case it serves.

Digitization is inevitable. All slow adopters still operating in isolated ignorance will suffer from that at one point or another. While waiting until a value proposition of change appears, they will be swept up by the new technological wave. The way the world conducts business is changing, and we should all be aware of that if we want to remain competitive in the long term and attract young talent.

Additionally, retaining and evolving the knowledge is another key challenge for this industry, with the staff rotation being experienced. Here, technology can again be a key contributor to stability and prosperity. For example, in other industries most of the training is done online, leveraging ‘gamification’ approaches that ensure adoption by participants.

Staff are learning while ‘playing’ and you do not need to force them to learn because they volunteer.

One of the key challenges facing our industry is regarding talent: attraction, evolution and retention. Every customer I meet has a hard time attracting young talent while at the same time the ‘grey hairs’ are gradually retiring, leaving the company with their experience and expertise.

– Arnaud Lambert, CHAMP Cargosystems
Another facet of sustainability is, of course, the environmental impact of our industry.

Removing paper, recycling packaging, and reducing carbon emissions are definite must-haves, but the biggest contribution to the environment is efficiency.

Indeed, in my view strong collaboration and full information exchange across all parties of the logistics chain are what need to happen so that each member can optimize its part and therefore optimize the entire chain, end-to-end. This is ‘zero waste’ at process level.

In the end, it is not only a business imperative – in other words ensuring air cargo remains relevant for decades to come – but also a moral obligation to future generations that will take industry and this planet further in the future.

The Sustainability Awards, as a central element of the program, serves as a stage for exposure of great initiatives. We firmly believe that a lot of sustainability initiatives exist today but are not known or not applied to this industry despite being well proven in others.

Our main aim is to accelerate the impact of these sustainability initiatives by inspiring, exposing, and leveraging these initiatives. To walk-the-talk, CHAMP has committed to sponsor this unique award for the coming five years as we want to ensure that this is not just a short-term initiative.

Sustainability Program and Award

TIACA launched a new Sustainability Program this summer, with one of the highlights being a yearly Air Cargo Sustainability Award focused on recognizing companies addressing challenges in environmental, social, and economic fields.

The annual award, which is free to take part in, is open to any person or company related to any aspect of the air cargo industry, and entries will need to address issues relating to the sustainable development of airfreight.

The winner receives a USD15,000 prize with USD3,500 for two runners-up.

Written entries are submitted online on the TIACA website at www.tiaca.org and are reviewed by an independent panel of judges, which includes representatives from the TIACA Board of Directors and Chairman’s Council, as well as the sponsor, strategic partners of the program, and industry experts.

A shortlist of no more than three finalists are given the opportunity to present their case during a 15 minute address at either TIACA’s Executive Summit or Air Cargo Forum events.

The winner is chosen by both the judges and delegates at the event, with equal weight given to both groups.

Full details of the entry criteria and online entry form are available on the TIACA website.

The Executive Summit in Budapest, Hungary, provides the backdrop to the first TIACA Sustainable Award.
FOUR NEW PARTNERS SIGN UP TO TIACA SUSTAINABILITY PROGRAM

Four new Strategic Partners – Brussels Airport, Flexport, Oman Aviation Services, and Turkish Airlines – have signed up to back TIACA’s new Sustainability Program.

The Program, which includes the new Sustainable Award, is headed by Celine Hourcade, TIACA’s new Project Manager, and was launched this summer with the aim of driving sustainability goals within the air cargo industry.

“There is an important need for action rather than just words when it comes to sustainability,” said Hourcade.

“As an industry, we must learn to be proactive rather than just reactive, and TIACA is in a unique position to make things happen, as we bring together all of the stakeholders in the air cargo industry. We can act as single voice to lobby and unite the industry with shared commitments and global targets.

TIACA and its Strategic Partners will be working until the end of the year to design the Sustainability Program and agree on action points where the Association and its Members can make a sound contribution.

The first ‘virtual’ working group for the new Program will take place in October, with the first face-to-face meeting to be held in Budapest, Hungary, on Tuesday 18 November, the day before TIACA’s Executive Summit (ES).

“We can act as single voice to lobby and unite the industry with shared commitments and global targets,” said Hourcade.

“And we can also support organizations of all sizes, globally, to define their own sustainability strategies and action plans, share best practices, celebrate individual successes, and communicate industry achievements.”

The goal of the new TIACA Sustainability Award is to promote and reward ideas that are contributing, or will contribute, to making air cargo more sustainable.

TIACA has pledged to organize at least one Sustainability Panel at each of its events, starting with panels on 20 November at the ES.

TIACA LINKS WITH MAGAYA TO LAUNCH WEBINARS

TIACA has teamed up with software provider Magaya to launch a series of monthly webinars focused on challenges, opportunities, and developments in the air cargo industry.

The first edition, which can be viewed at www.tiaca.org, examined the impact of 3D manufacturing on Supply Chain Management, and was hosted by Dr Bob Walton (pictured), Associate Professor at Embry-Riddle Aeronautical University.

The webinar series is part of TIACA’s ongoing commitment to training and providing a platform for thought leaders to exchange knowledge.

TIACA’s programs include its Air Cargo Professional Development Program in partnership with Strategic Aviation Solutions International (SASI), which aims to develop the next generation of leaders, as well as its Supply Chain Internship scheme, which allows young professionals from different companies to complete a program of visits aimed at improving collaboration.

“We have started development of an air cargo module for the TRAINAIR program which is the International Civil Aviation Organization (ICAO) platform for global delivery of knowledge and standards,” said Vladimir Zubkov, Secretary General, TIACA. “It will be a good complement to the program aimed at young professionals.”

The webinars are free to attend, and a copy of the broadcast will be sent to registered visitors. Next month’s topic will be announced soon.
Celine Hourcade has joined TIACA as Project Manager supporting our transformation program. Her first two priorities are the development of TIACA’s Sustainability Program, including the first Sustainability Award, and the delivery of the Cargo Service Quality (CSQ) objectives for the tool, which went live in February 2019.

She will head up further projects as the Association continues to roll out new transformation initiatives as part of an ongoing drive to grow the organization and deliver a reinvigorated value proposition for members.

“I am very happy and excited that Celine is joining our team,” said Steven Polmans, TIACA Chairman, and Director, Cargo and Logistics, the Brussels Airport Company.

“With her industry knowledge, her passion for air cargo, her experience and expertise, she will be a great addition to the current TIACA team. “It was, and is, our clear ambition to transform the organization and deliver more content to our members. With Celine on board, we are more than ever ready to do so.

Hourcade has 18 years of experience in international business, mainly in the aviation industry, working for WaveStone, Amadeus, and then for IATA for 13 years, joining its Cargo Department in 2008, where she focused on advocacy, sustainability, industry transformation, and innovation projects.

“From the e-ticketing project on the passenger side, to the wonderful world of cargo, I am proud of the transformation initiatives I have been privileged to contribute to, launch, and drive,” said Hourcade.

“I am thrilled to join the TIACA team and work with Steven [Polmans, TIACA Chairman], Sanjeev [Gadhia, TIACA Vice Chairman], and Vladimir [Zubkov, TIACA Secretary General] to put sustainability and diversity at the top of its agenda.

“I believe it will address what the industry wants and needs and will further strengthen TIACA’s relevance. I am passionate about sustainability in its broader sense and believe that sustainably-minded companies will perform better than average.”

Hourcade has developed a wide range of projects at IATA and is also enthusiastic about unmanned aviation. She is a member of the Advisory Board of the Swiss drone start-up Rigi Technologies, and the Lake Victoria Challenge, and is part of the World Economic Forum’s Drone Innovators Network.

Celine graduated in 2001 with a MSc in Information and Communication Technology Business Management.
Join TIACA to increase your visibility in the air cargo industry, benefit from unique networking opportunities, and ensure that you are up to date with the issues that affect your daily business.

“TIACA is the global voice bringing together all elements of air cargo and logistics trends, changes, updates relating to government, customs, trade and regulatory authorities’ policies that will affect the air cargo supply chain. Hence, the value of being a member of TIACA lies in the ability to advocate on industry issues, networking and access to a reliable source of global air cargo information.”

- Wong Chee Meng, SATS

Benefit from TIACA membership today!

• Gain unique networking opportunities and a boost in business prospects
• Receive advisories and updates on issues that affect your daily business
• Participate in industry-specific training and career development opportunities
• Network with air cargo leaders at the annual Executive Summit, free for TIACA members
• Receive beneficial discounted rates to exhibit or take part in the Air Cargo Forum

Visit www.tiaca.org for details

Apply for membership online at www.tiaca.org
HALIFAX TO BUILD LOGISTICS CENTRE

Halifax Stansted Airport, Canada, has begun the construction of a new multi-million dollar logistics park to accommodate growing exports and trade from Nova Scotia, which include both lobsters and aeronautical components.

Funded by the federal government, the provincial government, and Halifax International Airport Authority (HiAA), the $36 million Air Cargo Logistics Park will cover 25 acres of vacant land and will feature a cargo apron area and cargo handling buildings, as well as an aircraft de-icing facility and associated operational areas.

Airport executives and local dignitaries attended the opening ceremony on Tuesday 20 August, including Joyce Carter, President and Chief Executive Officer of Halifax International Airport Authority (HiAA).

SILKWAY WEST AIRLINES APPOINTS JENNY ZHAO TO HEAD ASIA PACIFIC

Jenny Zhao (pictured) has been appointed to a new role that will entail strategic and tactical leadership for business development in the Asia-Pacific region.

“Thanks to her many years of experience in the airfreight industry, Jenny Zhao will be a valuable member of Silk Way West Airlines in the Asia-Pacific region and give it a new impetus,” said Wolfgang Meier, President and CEO of Silk Way West Airlines.

Zhao has over 15 years of experience in the airfreight industry and has been in leading management positions at different global cargo airlines.

Most recently, she spent two years as Chief Commercial Officer of the Asian-Pacific Region at Silk Way West Airlines and also head of the Shanghai branch.

SPOTLIGHT ON NEW MEMBERS

Euro Asia Cargo Pvt. Ltd.

EuroAsia is based in Sri Lanka specializing in air and sea freight forwarding, airline general sales agency representation and inbound travel.

https://www.euroasia.lk/

Elbe Flugzeugwerke GmbH

EFW combines various aviation and technology activities including passenger-to-freighter conversion and standalone maintenance for freighters, acting as a specialist for the entire Airbus family (single-aisle, long-range, wide-body aircraft).

ECS CONFIRMS PORTUGAL AIMS

ECS Group continued the expansion of its network with the opening of a Porto office in the summer. The GSSA is reaffirming its European development strategy and its desire to offer its partners an increasingly close-knit network and global coverage across all markets.

“Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group’s development in Europe,” said Sauro Martinelli, Regional Manager Europe at ECS Group.

Based at Francisco Sá Carneiro airport, the ECS Group team, led by Susana Pacheco, will be tasked with setting up the new entity and establishing a long-term presence in Portugal.
TELL US ABOUT THE BIRTH OF ASTRAL AVIATION – WHERE DID THE PASSION FOR PLANES COME FROM?

Astral Aviation was born in 1999 to cater for the demand for humanitarian air cargo in the East and Horn of Africa region, due to the increase of relief activities in the region, especially in Somalia, Ethiopia, Sudan, Rwanda, and the Democratic Republic of Congo. The absence of freighters in Eastern Africa resulted in the opportunity to start an all-cargo airline, which resulted in the birth of Astral Aviation. From 2000 to 2006, the focus was on charters, but from 2007 onwards, we expanded into schedule services, which accounts for over 70% of our turnover.

I am a banker by profession with no aviation background, hence the reliance on experienced personnel was essential in the early days and they have since been an important attribute to the success of the airline, as we have the best team in the continent with an average retention rate of 15 years.

I enjoy being a part of a successful privately owned airline which is debt free, hence the importance of financial discipline is important in a region where many airlines have collapsed or are on life-support due to high debt exposure. We are cautiously optimistic in our strategy and have a long-term vision to expand our fleet and network.

ARE DRONES THE MOST EXCITING THING TO HAPPEN TO AIR CARGO IN THE LAST DECADE?

Indeed – military drones have been around for over a decade in many parts of the world, but there has been a lot of development in commercial drones, especially for agriculture, medical deliveries, surveillance, and e-commerce. Cargo drones have immense opportunity in both the developing and developed world, especially in regions where there is a lack of infrastructure and the need to have a lower-cost base compared with conventional helicopters, thus bringing down the high cost of specialized deliveries in difficult-to-reach regions.

While regulations are not fully aligned with the development of commercial drones, we expect a renewed focus will take place from 2020 onwards due to the importance of last-mile delivery in rural areas, which will be driven by the e-commerce players who are developing drones for e-commerce parcel delivery.

WHAT ARE THE POSSIBILITIES FOR DRONES?

The possibilities for drones are endless but we are focusing on some interesting sectors over the next 18 months. We are training to empower African youth in drone-technology and setting up a drone-corridor in Kenya to allow manufacturers to test their drones in a safe airspace.

Additionally, we are concentrating on cargo deliveries in remote regions using our flagship two ton cargo drone, FlyOx, along with deliveries in smaller cargo drones from 50 kg upwards, and specialised logistics.
There will also be a focus on agricultural solutions in mapping and spraying farms in East Africa, as well as aerial inspections for various clients including the oil, gas, mining, and energy sectors.

WHAT DOES IT MEAN TO BE A “NEW GENERATION LEADER FOR AFRICA”?
WHAT ARE THE CHALLENGES AND OPPORTUNITIES OF WORKING IN AFRICA?

A New Generation Leader is one who breaks away from traditional norms of thinking and incorporates new ideologies, which brings in diversity, passion, and sustainability. Traditionally, African entrepreneurs have lived by set rules, which have been passed on by generations of like-minded people, whereas the new entrepreneurs work outside of their comfort zone and share a new vision of embracing technology as a necessity for improving the wellbeing of the markets they serve.

There are several challenges when working in Africa arising out of bureaucracy and the slow pace of reform, in addition to corruption, inadequate infrastructure, high taxes, insecurity, and social inequality, but the opportunities that are on the horizon are immense as the region moves from isolation to integration, with the creation of the biggest free-trade area, the Africa Continent Free Trade Area, which will enable Africa to trade more than before.

There are significant investments being made in infrastructure with greater accountability for timelines than before. Mobile banking in Africa has the highest per-capita usage compared with other continents, and the emergence of the middle class is poised to offer opportunities for various sectors. Politically, Africa is more stable than before, and there is a wave of change with new leaders who are adapting the Chief Executive Officer (CEO) model of running their countries.

WHAT DOES TIACA BRING TO THE INDUSTRY IN AFRICA?

TIACA is able to reach out to the air cargo fraternity in Africa and also to assist the African Airlines Association (AFRAA) in its lobbying efforts on a global level. TIACA has been promoting its air cargo development program to African airlines and has encouraged a greater participation from them at TIACA events.

AIR CARGO – A DIVERSE INDUSTRY TO WORK IN, OR AN INDUSTRY STUCK IN ITS WAYS?

Times are changing for air cargo as there is greater level of diversity, inclusivity, and sustainability. In my position as Vice-Chairman of TIACA and Vice-Chairman, Cargo, of AFRAA, it is my objective to promote the three mantras and to ensure that every member of the air cargo supply-chain, regardless of size, nationality, geography, or gender can be represented.

ABOUT SANJEEV GADHIA

Sanjeev Gadhia launched cargo carrier Astral Aviation in 2000, which has grown to become the largest private cargo airline in Eastern Africa boasting a fleet of B747-400F, DC9F, B727F, and F27 freighters. He is also the founder of commercial drone operator Astral Aerial Solutions Ltd, rated in ‘Africa’s Top 10 Tech Startups’ and selected by Airbus to participate in the Bizlab #Africa4Future accelerator programme, as well as being recognized by the World Bank as the winner of the Data Analytics of its Disruptive Agricultural Technology challenge.

Sanjeev is rated as a ‘New Generation Leader for Africa’ by the African Leadership Network, while Astral was rated as the best all-cargo carrier in Africa in 2011, 2013, 2015, 2017 and 2019. In September 2016, Sanjeev was appointed Vice Chairman of AFRAA’s Cargo Committee, and in 2017 he joined the TIACA Board, its first member from Africa. He became TIACA Vice Chairman this year.

A banker by profession, Sanjeev has an MBA in International Business, in addition to being a member of the Entrepreneurs Organization (EO), Kenya Chapter, and the Young Professional’s Organization (YPO) of Africa, Great Lakes Region. Sanjeev is a Kenyan citizen and is married with two children.
AGENDA
TIACA’S EXECUTIVE SUMMIT 2019

DAY ONE - 19TH NOVEMBER

09:30 - 12:30 - TIACA Board Meeting
14:30 - 17:30 - Executive Working Sessions
(A) Airlines  (C) Cargo Handling  (E) Shippers
(B) Airports  (D) Freight Forwarders
19:00 - 21:00 - Welcome Reception

DAY TWO - 20TH NOVEMBER

09:00 - 09:10 - Chairperson’s opening remarks
09:10 - 09:30 - Host Welcome and Presentation on the Region
09:30 - 10:30 - Partnership & Collaboration: Uniting the industry partners (IATA, ICAO, FIATA, ACI, WCO, AFRAA, TIACA)
10:30 - 11:00 - Networking Break
11:00 - 11:45 - Feedback and panel discussion on the roundtable session from the pre-conference sessions
11:45 - 12:30 - CSQ Program - Raising Service Quality in the Air Cargo Industry
12:30 - 13:30 - Lunch
13:30 - 14:15 - TIACA Sustainability Program
14:15 - 15:15 - TIACA Sustainability Award - Projects and Awards Presentation
15:15 - 16:30 - Modern Practices: E-commerce, Drones and Logistics Corridors
16:30 - 17:00 - Networking Break
17:00 - 18:00 - TIACA Annual General Meeting
19:00 - 23:00 - Networking Gala Dinner and Hall of Fame Ceremony @ Hotel

**DAY THREE - 21st NOVEMBER**

09:00 - Chairperson’s opening remarks
09:05 - 10:15 - Volatility in international trade and in the performance of the world economy
10:15 - 10:45 - Networking Break
10:45 - 11:45 - Artificial Intelligence, Digitization & innovations - Defining the Future
11:45 - 12:00 - Chairperson’s closing remarks
12:00 - 13:00 - Networking Luncheon

**BUD CARGO CITY TOUR**

13:30 - Buses leave for the tour of BUD Cargo City
14:30 - 15:00 - Arrival to BUD Cargo City, Welcome Reception
15:00 - 17:00 - BUD Cargo City opening ceremony

Register now: www.tiacaevent.org
BRIDGING THE GAP FOR IT USERS

INTERNET OF LOGISTICS

TIACA’s Shipper Advisory Committee (SAC) is calling for industry leaders to join an Internet of Logistics project powered by the Digital Cargo Forum (DCF). The DCF brings together all members of the multimodal supply chain, from shippers and freight forwarders, to financial service providers and insurance brokers, to act as a testbed for companies to try out Internet of Logistics concepts. The focus of Internet of Logistics is to bridge the gap between the hands-on cargo user community and the IT community supporting them. Lars Magnusson (pictured below), responsible for Business Architecture, Deliver, at Ericsson AB and member of the SAC, explains.

The logistics industry has long been struggling with digitization, visibility, and trust across the multimodal supply chain.

In order to change this, there is a need to find a way of working where supply chain participants collaborate using open standards to co-develop digital projects for improved visibility, transparency, security, and efficiency in the industry.

The DCF was created in the spring of 2017 to do just this and we have been collaborating with TIACA’s SAC.

An important part of the DCF’s work has been to identify use-cases that make business sense and can be implemented without changing the whole eco-system.

The starting point is the ability to be able to identify the latest observed location of a transported item, which currently requires fixed equipment in a closed or semi-closed environment.

Using an internet-based Unique Resource Identifier (URI) approach opens this up to all devices connected to the internet and this will develop further with the introduction of the 5G Internet of Things (IoT) connection.

By combining real-time location data with other mission critical data types such as temperature, humidity, shock, light, use-time, open-closed, or other types of status, the way is paved, not only for passively following an item, but also making forward-looking decisions based on the collected data.

Among the initial ideas, we see everything from preventive maintenance, to security applications, as well as energy and time-saving planning efforts.

Based on trials, DCF members have already developed an ‘Air Freight Pouch’, which has been put to practical use as part of the International Air Transport Association’s (IATA) e-freight drive, the ONE Record initiative.

We are now gearing up for widening this development team and plan activities focusing on co-development and evaluation of the DCF ‘Shippers’ Pouch’ at the upcoming TIACA event in Budapest (Executive Summit, 19-21 November 2019).

The TIACA SAC team is now looking for shippers to actively support the co-development effort.

Please contact the TIACA Secretariat if you are interested in participating (Tel: +1 786 265 7011 or rnegron@tiaca.org).
TIACA brings the world of air cargo to YOU with one goal in mind – to grow YOUR business

- Meet and create new business with over 4,000 industry decision makers/attendees
- From the ground to the sky... Network with every segment of logistics
- Take part and learn from dynamic, industry-leading panels and interactive workshops that will ensure your business is performing at its best
- Pre-schedule your business meetings and fill up your agenda weeks ahead of the event with CargoLinX!
- Stand out amongst the crowd with your own ‘fully furnished’ exhibit booth.

For further information, call +1 786 265 7011 or contact: Kenneth Gibson: kgibson@tiaca.org

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We used our experience and expertise to help transport the endangered griffon vulture Dobrila to its home in Serbia.